

SHIPMENTS
FULL YEAR 1989

	TOTAL INDUSTRY % CONTRI.	PHILIP MORRIS SHARE	AT 1.0%	AT 0.75%	AT 0.50%
TOT UNITED STATES	100.00	41.93	2.38	1.79	1.19
1A0 PORTLAND, ME	0.58	45.66	2.19	1.64	1.09
1B0 MANCHESTER	0.72	46.00	2.17	1.63	1.09
1C0 BOSTON	1.90	46.06	2.17	1.63	1.09
1D0 WESTERN, MASS.	0.74	46.80	2.14	1.60	1.07
1E0 RHODE ISLAND	0.49	44.65	2.24	1.68	1.12
1F0 HARTFORD	0.79	44.10	2.27	1.70	1.13
1G0 ALBANY	0.52	40.97	2.44	1.83	1.22
1H0 BUFFALO	1.01	37.32	2.68	2.01	1.34
1I0 METRO NEW YORK	6.62	46.23	2.16	1.62	1.08
1J0 ROCHESTER	0.33	40.43	2.27	1.86	1.24
1K0 SYRACUSE	1.33	42.36	2.36	1.77	1.18
2A0 PHILADELPHIA	2.81	42.22	2.37	1.78	1.18
2B0 SCRANTON-WLKS	0.58	38.86	2.57	1.93	1.29
2C0 BALTIMORE-WASH	3.58	40.50	2.47	1.85	1.23
2D0 TIDEWATER	0.41	36.64	2.73	2.05	1.36
2E0 RICHMOND	1.02	41.91	2.39	1.79	1.19
2F0 ROANOKE	0.57	36.64	2.73	2.05	1.36
2G0 JOHNSTOWN	0.51	38.82	2.58	1.93	1.29
2H0 PITTSBURGH	1.55	35.73	2.80	2.10	1.40
2I0 HNT-CHARLESTON	0.93	33.39	2.99	2.25	1.50
2J0 CINCINNATI	1.31	39.40	2.54	1.90	1.27
2K0 CLEVELAND-AKRN	1.53	31.93	3.13	2.35	1.57
2L0 COLUMBUS	0.88	39.13	2.56	1.92	1.28
2M0 DAYTON	1.01	39.51	2.53	1.90	1.27
2N0 TOLEDO	0.21	36.48	2.74	2.06	1.37
3A0 RALEIGH-DURHAM	1.26	31.72	3.15	2.36	1.58
3B0 WNST-SLM-GRNS	0.93	32.23	3.10	2.33	1.55
3C0 GREENVILLE	0.82	33.29	3.00	2.25	1.50
3D0 CHARLESTON	0.22	29.38	3.40	2.55	1.70
3E0 CHARLOTTE	1.20	34.82	2.87	2.15	1.44
3F0 COLUMBIA	0.55	30.46	3.28	2.46	1.64
3G0 ATLANTA	2.36	40.35	2.48	1.89	1.24
3H0 COLUMBUS-AUGST	0.45	33.84	2.96	2.22	1.48
3I0 SAVANNAH	0.26	32.92	3.04	2.28	1.52
3J0 JACKSONVILLE	0.57	37.58	2.66	2.00	1.33
3K0 MIAMI	1.34	46.91	2.13	1.60	1.07
3L0 ORLANDO	2.33	47.19	2.12	1.59	1.06
3M0 TAMPA	1.18	39.13	2.56	1.92	1.28
3N0 CHATTANOOGA	0.64	35.13	2.85	2.14	1.42
3O0 KNOXVILLE	0.67	37.82	2.64	1.98	1.32
3P0 NASHVILLE	0.70	36.86	2.71	2.03	1.36
3Q0 BIRMINGHAM	1.17	34.32	2.91	2.19	1.46
3R0 MONTGOMERY	0.63	34.28	2.92	2.19	1.46
3S0 MOBILE	0.28	35.63	2.81	2.10	1.40

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FULL YEAR 1989

	TOTAL INDUSTRY % CONTR.	PHILIP MORRIS SHARE	AT 1.0%	AT 0.75%	AT 0.50%
4A0 FT WAYNE-S BND	0.86	34.57	2.89	2.17	1.45
4B0 INDIANAPOLIS	1.14	40.76	2.45	1.84	1.23
4C0 LOUISVILLE-EVAN	1.61	37.84	2.64	1.98	1.32
4D0 DETROIT	1.93	32.65	3.06	2.30	1.53
4E0 GRAND RAPIDS	1.23	43.43	2.30	1.73	1.15
4F0 FLINT-SAGINAW	0.73	35.90	2.79	2.09	1.39
4G0 CHICAGO	3.21	37.99	2.63	1.97	1.32
4H0 PEORIA	0.76	40.24	2.48	1.86	1.24
4I0 QUAD CITIES	0.29	41.87	2.39	1.79	1.19
4J0 MILWAUKEE	1.54	38.62	2.59	1.94	1.29
4K0 GREEN BAY	0.61	38.47	2.60	1.95	1.30
4L0 MINNESOTA	1.38	46.62	2.14	1.61	1.07
4M0 DAKOTA	0.44	42.49	2.35	1.76	1.18
5A0 MEMPHIS	1.14	31.10	3.21	2.41	1.61
5B0 JACKSON MS	0.94	34.65	2.89	2.16	1.44
5C0 ST. LOUIS	1.74	36.35	2.75	2.06	1.38
5D0 LITTLE ROCK	0.77	40.45	2.47	1.85	1.24
5E0 LK CHAS-MONROE	0.28	38.80	2.58	1.93	1.29
5F0 NEW ORL-BTN RG	1.30	37.84	2.64	1.98	1.32
5G0 SHREVEPORT	0.35	40.99	2.44	1.83	1.22
5H0 CORPUS CHRISTI	0.14	47.29	2.11	1.59	1.06
5I0 DALLAS-FT WRTH	2.39	48.94	2.04	1.53	1.02
5J0 HOUSTON	1.54	48.51	2.06	1.55	1.03
5K0 LUBBOCK-AMARIL	0.44	44.69	2.24	1.68	1.12
5L0 SAN ANTONIO	1.60	45.92	2.18	1.63	1.09
5M0 OKLAHOMA CITY	0.70	43.16	2.32	1.74	1.16
5N0 TULSA	0.41	46.13	2.17	1.63	1.08
6A0 DES MOINES	1.03	42.81	2.34	1.75	1.17
6B0 KANSAS CITY	1.48	42.12	2.37	1.78	1.19
6C0 WICHITA	0.58	40.47	2.47	1.85	1.24
6D0 OMAHA-LINCOLN	0.58	43.66	2.29	1.72	1.15
6E0 DENVER	1.69	50.40	1.98	1.49	0.99
6F0 UTAH-IDAHO	0.65	47.51	2.10	1.58	1.05
6G0 BIG SKY	0.41	43.30	2.31	1.73	1.15
6H0 PORTLAND OR	1.35	40.92	2.44	1.83	1.22
6I0 SEATTLE	1.25	42.22	2.37	1.78	1.18
6J0 SPOKANE	0.34	40.59	2.46	1.85	1.23
6K0 ALASKA	0.19	48.18	2.08	1.56	1.04
7A0 EL PASO	0.24	41.34	2.42	1.81	1.21
7B0 ALBUQUERQUE	0.16	45.96	2.18	1.63	1.09
7C0 ARIZONA	1.20	47.87	2.09	1.57	1.04
7D0 FRESNO	0.47	57.31	1.74	1.31	0.87
7E0 LOS ANGELES	5.28	53.80	1.86	1.39	0.93
7F0 SACRAMENTO	1.37	48.45	2.06	1.55	1.03
7G0 SAN DIEGO	0.32	48.42	2.07	1.55	1.03
7H0 SAN FRANCISCO	2.02	51.45	1.94	1.46	0.97
7I0 HAWAII	0.39	46.18	2.17	1.62	1.08

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